

Figure 1

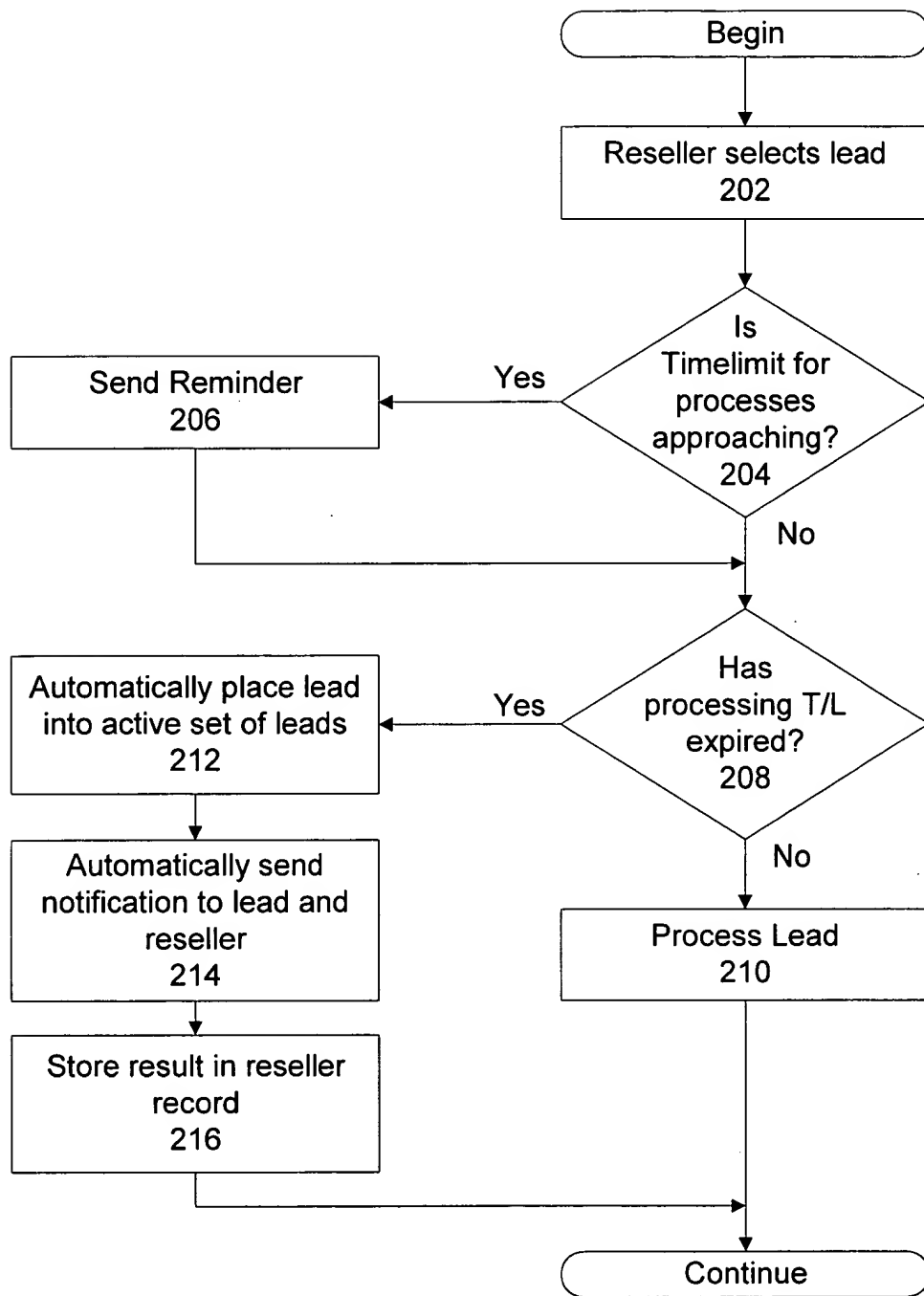


Figure 2

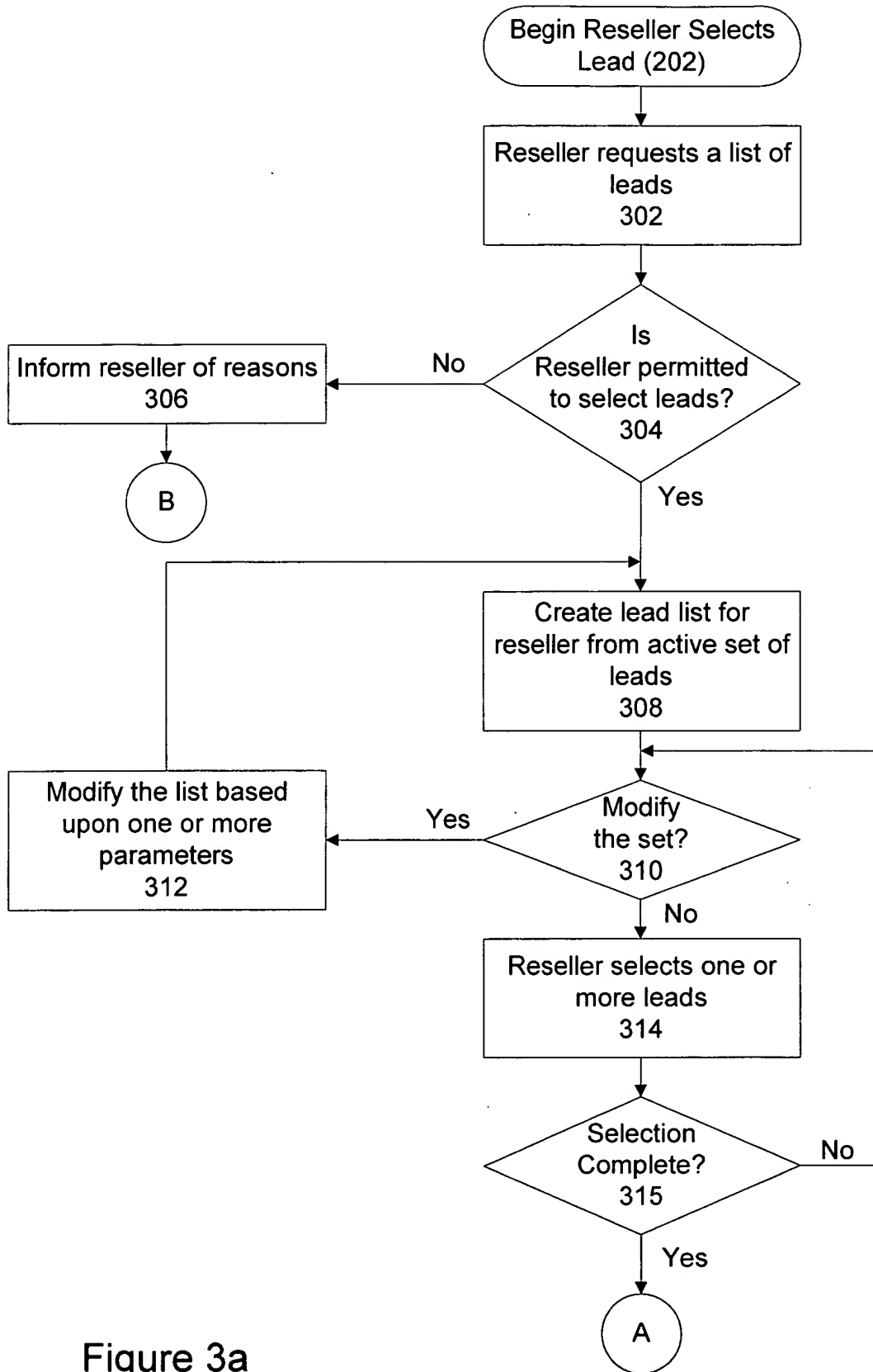


Figure 3a

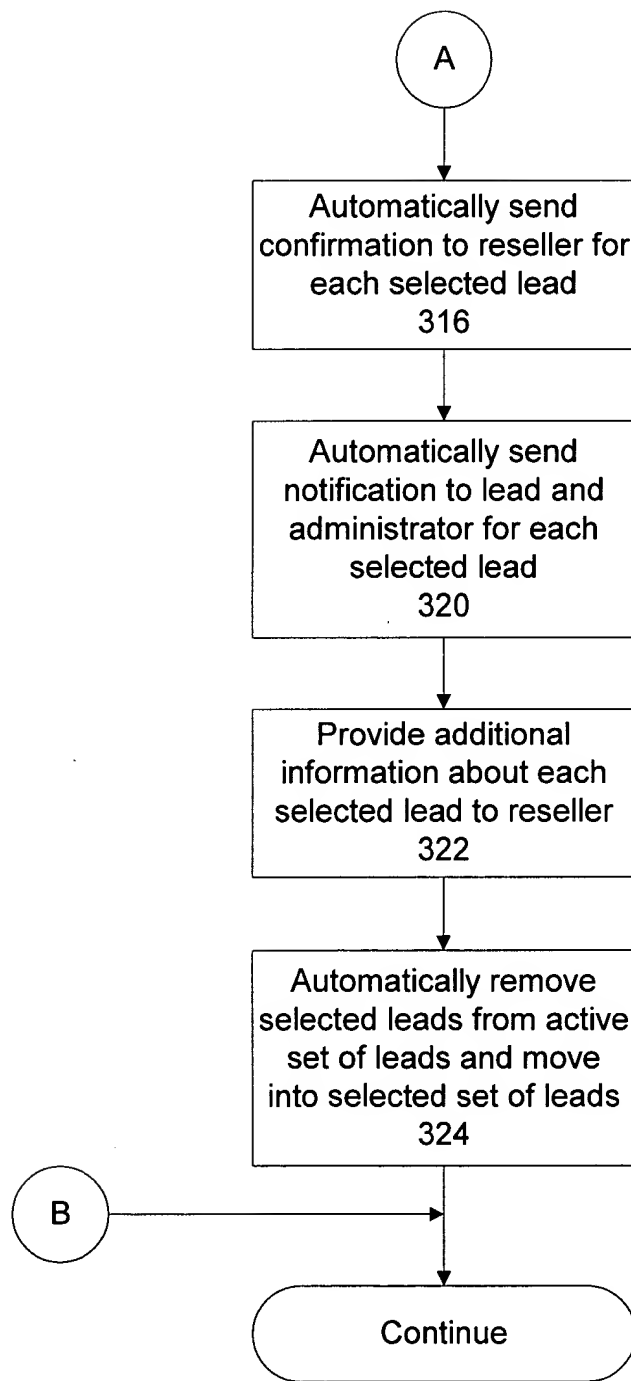


Figure 3b

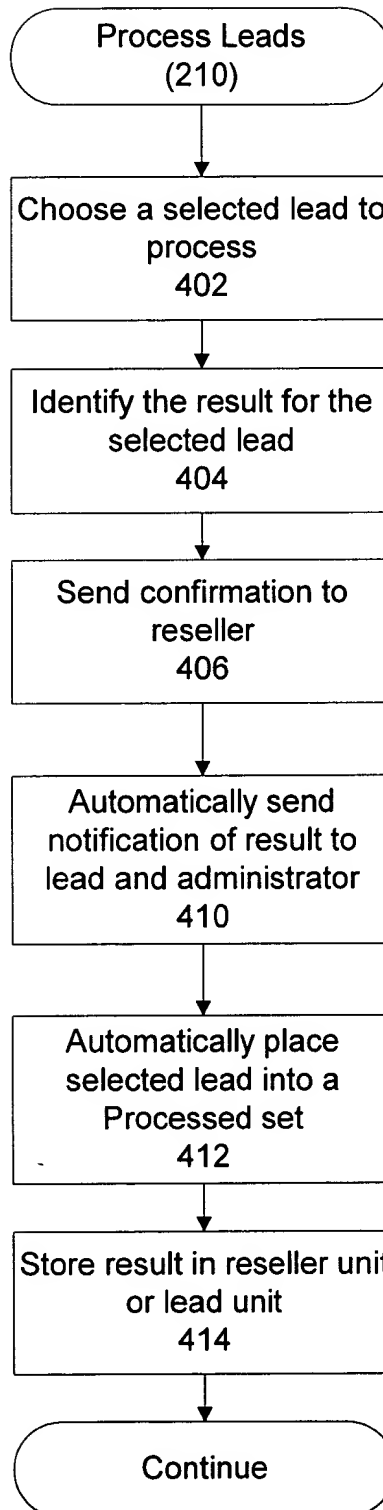


Figure 4

LeadSource1

🏠 📧 ? B2B 5

Internet
2000

Web Development Corp., Welcome to LeadSource1.

Please select an option from the menu on the left.

- Select
- Active Leads
- Feedback
- Reports
- Account
- Help
- Logout

- Select:** Select new leads.
- Feedback:** Provide feedback on leads you have already selected.
- Reports:** View or print statistics about your sales leads, including active and closed leads.
- Account:** View and/or update your account information.
- Help:** More information about this system.
- Logout:** Logout of this working session.

FIGURE 5

LeadSource1

Internet
2000

Home Mail ? B2B: 5

Available Leads for Web Development Corp.

Quick Search:

search

[reset search](#)

You have 4 active leads. You may select up to 6 more leads.

| Date ▲▼ | Company ▲▼ | City ▲▼ | State ▲▼ | Zip ▲▼ | Vendor ▲▼ | Product ▲▼ | Select |
|-------------|---------------------------|---------------|----------|------------|-----------|--------------|--------------------------|
| 09-Feb-2000 | Custom Computer Services | Louisville | KY | 40222 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | KTECH | Vandalia | OH | 45377 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Integrity Online | Hesperia | CA | 92345 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Westworld Communications, | Chatsworth | CA | 91311 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Custom Home Automation | Wixom | MI | 48393 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Auction Live TV Inc. | St. Louis | MO | 63033 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Pc3 | Brighton | CO | 80601 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | DIGITAL2 | H. P. | IL | 60035-1076 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Kritech | Oklahoma City | OK | 73170 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | Berlos Inc. | Baltimore | MD | 21219 | Ipswitch | IMail Server | <input type="checkbox"/> |
| 09-Feb-2000 | DIGITAL2 | H. P. | IL | 60035-1076 | Ipswitch | IMail Server | <input type="checkbox"/> |

FIGURE 6

LeadSource1

Home Mail ? B2B 5

Internet
2000

Leads Selected for Web Development Corp.

Here are the leads you have selected from our database. Click on a company name to display detailed information about that lead. Click on "view email" to see copies of the email sent to the lead and to you."

| Company | Product | City | State | |
|---------------------------------|--------------|----------|-------|----------------------------|
| KTECH | IMail Server | Vandalia | OH | view email |
| eagle computers | IMail Server | Kent | WA | view email |

A customized email has been sent to each company indicating that you will be contacting them shortly to discuss their interest.

FIGURE 7

LeadSource1

Internet
2000

⌂ ✉ ? B2B 5

Active Lead Detail

Company: KTECH
Address1: 1244 CRESTWOOD HILLS DRIVE
City: Vandalia
State: OH
Zip: 45377
Country:
Company Website:

Contact Name: Khamla Ramont
Contact Title:
Phone Number: +1 (781) 898-0053
e-mail: enduser@internet2000.com

Vendor: Ipswitch
Product: IMail Server
Lead Generated: 09-Feb-2000
Lead Selected: 22-Feb-2000

FIGURE 8

LeadSource1

Internet
2000

Home Mail ? B2B 5

Sales Lead Feedback

Leads Currently Selected by Web Development Corp.

You have 6 active leads.

| Selected ▲▼ | Generated ▲▼ | Company ▲▼ | Product ▲▼ | Status | Days Left ▲▼ |
|-------------|--------------|-------------------------|--------------|---------------|--------------|
| 18-Feb-2000 | 09-Feb-2000 | <u>CNC Technologies</u> | IMail Server | No Interest ▼ | 11 |
| 18-Feb-2000 | 09-Feb-2000 | <u>PC SAMS LLC</u> | IMail Server | ▼ | 11 |
| 18-Feb-2000 | 09-Feb-2000 | <u>ADG</u> | IMail Server | Purchased ▼ | 11 |
| 22-Feb-2000 | 09-Feb-2000 | <u>NA</u> | IMail Server | ▼ | 14 |
| 22-Feb-2000 | 09-Feb-2000 | <u>KTECH</u> | IMail Server | Project ▼ | 14 |
| 22-Feb-2000 | 09-Feb-2000 | <u>eagle computers</u> | IMail Server | ▼ | 14 |

submit

clear

FIGURE 9